

Message Text

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ACTION NEA-10

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USDOC FOR K. WRIGHT, OIM/MRD

E.O.11652: N/A
TAGS: BBSR, BFOL, IR
SUBJ: GLOBAL MARKET RESEARCH: COMPUTERS AND PERIPHERALS
EQUIPMENT - IRAN

REF: USDOC 21346

1. QUOTED BELOW IS MATERIAL POUCHED NOVEMBER 9.
2. QUOTE. TABLE NO. 2, PAGE 5 TOTALS SHOULD READ AS FOLLOWS:
1973-5141, 1974-4118, 1975-SAME FIGURE, 1976-17020. CHANGE
1975 CATEGORY SMALL, MEDIUM AND LARGE COMPUTERS TO READ:
6220 NOT 6740.
3. QUOTE. TABLE NO. 3, PAGE 19 OTHER SHOULD READ: 4 NOT 24.
4. QUOTE: TABLE NO. 6, PAGE 27 TOTAL VALUE SHOULD READ:
46,195 NOT 46,395.
5. QUOTE. TABLE NO. 7, PAGE 29A, 1980 EXPENDITURES TOTAL
SHOULD READ: 11,860 NOT 11,770.
6. QUOTE. TABLE NO. 8, PAGE 29B, MINI-COMPUTER VALUE SHOULD
READ 585 NOT 495.

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7. QUOTE. TABLE NO. 8, PAGE 29B, MEDIUM-COMPUTER TOTAL
CORRECT, CHANGE GOVERNMENT FROM 11 TO 10 UNITS. CHANGE
GOV. 2810, UTILITIES 2500.
8. QUOTE. TABLE NO. 8, PAGE 29B, MEDIUM-COMPUTER TOTALS

SHOUD READ 10,360 NOT 8900.

9. QUOTE. TABLE NO. 1, PAGE 29B, LARGE-COMPUTERS VALUE
SHOULD READ 22,100 NOT 23,750.

10,A. QUOTE. TABLE NO. 7, PAGE 29A, FIGURES ARE CORRECT.

11,B. QUOTE. TABLE NO. 5, IMPORTS WILL NOT EQUAL MARKETSIZE
SINCE MARKETSIZE IS BASED ON INSTALLATIONS AND ARE NOT
INSTALLED AT TIME OF IMPORT, BUT HELD BY REPRESENTATIVES.
TABLE NO. 5 WAS DERIVED FROM DOCUMENTED INSTALLATIONS,
NOT IMPORT.

12,C. QUOTE. CORRECT SEE NO. 5.

13,D. QUOTE. CORRECT SEE NO. 7.

14. QUOTE. THE REASON FOR THE 1976 JUMP FROM 1975 IS AS
FOLLOWS: THE LARGEST COMPUTER PURCHASER (GOVERNMENT) SAW
BUDGETS JUMP 3 TIMES 1974 VALUES IN 1975. DURING THIS TIME
ORDERS WERE CIRCULATED FROM THE SHAH TO COMPUTERIZE
OPERATIONS. 1976 FIGURES REFLECT INSTALLATION OF THESE
UNITS, NOT ORDERING TIMES. THE GOVERNMENT' LARGE INCREASE
IS NOT EXPECTED TO REMAIN AT THIS LEVEL. IN FACT, AFTER
THE COMPUTER DATA BASE IS COMPLETED IN 1980, THE PURCHASE OF
COMPUTERS BY THE GOVERNMENT WILL DROP SHARPLY OVER THE 1981-
1985 PERIOD AS TERMINALS NOT COMPUTERS WILL BE USED.

WE AGREE THE JUMP IS WITHOUT PRECEDENT, BUT GIVEN THE
COST OF SYSTEMS, PLUS EACH AGENCY'S INSTALLATION RATES,
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THE INCREASE IS CORRECT. END QUOTE.
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